

UNIVERSITI TEKNOLOGI MARA

ENT3GO FUNDAMENTALS OF ENTREPRENUERSHIP

BUSINESS PLAN DIN GUA GUA GROUP

PREPARED BY:

AZRAEI BIN AHMAD HAZIRAH BINTI JAINAL JUDITH LYNDA CLAUDIUS KENNY JAWIN ROSLIANIE TAUSIN

MARCH 2014

ACKNOWLEDGEMENT

First of all, we would like to praise to His merciful and thoughtfulness towards us to looking after our daily life safety that allow us to finish this assignment. This is because without His consent, we may not be able to complete this business plan successfully. We also would like to express our gratitude to Mr. Franklin Hazley Lai for his dedication in assisting and guiding us throughout the semester on our subject and this semester project. Without his cooperation and guidance, it would be hard for us to solve the difficulties faced and completing this business plan.

Secondly, we also would like to thank to all of our group members for their sacrifices, commitment and cooperation throughout the process of completing this business plan. Lastly, we would like to thanks to all classmates and other parties that are involved directly and indirectly for helping us while finishing this business plan. Their supports, information and assistance have been greatly appreciated.

Other than that, we also thanked to the University Apartment residents' Orange convenient store employee, Boniface Binso whose allowing us to do some research at their place. Without the idea, it will be hard for us to proceeding with our business plan.

To conclude, this project is considered as a preparation for our future practice in business venture. In hope, on all our time spend, hardworking and teamwork will fruitful and also with all advises and suggestion from all surround us will make us more understand with the project if we decide to do it in future.

EXCELLENCY [⊕] Page 3

TABLE OF CONTENTS

SUBMISSI	i		
ACKNOWLEDGEMENT			
TABLE OF	iv		
LIST OF T	viii		
LIST OF FIGURE LIST OF ABREVIATION		X	
		xi	
EXECUTIV	1		
EXECUTIV	VE SUMMARY	2	
1.1	INTRODUCTION TO THE COMPANY		
	1.1.1 NAME OF COMPANY	3	
	1.1.2 BUSINESS HOURS	3	
	1.1.3 LOCATION OF THE BUSINESS	3	
	1.1.4 OPERATIONAL DATE	3	
	1.1.5 TARGET OF BUSINESS PLAN		
	1.1.6 PROSPECT OF BUSINESS	4	
	1.1.7 OWNERS OF COMPANY		
1.2	PURPOSES OF BUSINESS PLAN		
1.3	VISION AND MISSION	5	
1.4	OBJECTIVES	5	
1.5	BUSINESS LOGO AND DESCRIPTION	6	
1.6	COMPANY BACKGROUND	7	
1.7	EXECUTIVE PROFILE	8	
	GENERAL MANAGER	8	
	ADMINISTRATION MANAGER	10	
	MARKETING MANAGER	12	

		OPERATIONAL MANAGER	14
		FINANCIAL MANAGER	16
ADMI	INIST	RATION PLAN	17
	2.1	INTRODUCTION	18
	2.3	BUSINESS LOCATION	19
	2.4	FACILITIES IN D'SULAMAN SQUARE	19
	2.5	ORGANIZATIONAL CHART	20
	2.6	LIST OF ADMINISTRATION PERSONNEL	21
	2.7	SCHEDULE OF TASK AND RESPONSIBILITIES	22
	2.8	SCHEDULE OF REMUNERATION	24
	2.9	WORKING INCENTIVE SCHEME	25
	2.10	ADMINISTRATION OFFICE LAYOUT AND DESCRIPTION	25
		2.10.1 LIST OF FURNITURE AND OFFICE EQUIPMENT	28
	2.11 I	LIST OF SUPPLIER	29
	2.12	ADMINISTRATION BUDGET	30
MAR	KETI	NG PLAN	31
	3.1		
	3.2	MARKETING OBJECTIVE	33
	3.3	COMPANY PROFILE	34
	3.4.	TARGET MARKET	35
		3.4.1. MARKET NEEDS	35
		3.4.2. MARKET TRENDS	35
		3.4.3. MARKET GROWTH	36
	3.5.	MARKET SIZE	37
		3.5.1. TARGET MARKET	37
		3.5.2. ESTIMATION OF MARKET SIZE	37

EXECUTIVE SUMMARY

Nowadays, entrepreneurship gives bigger chancers for the risk taker to involve in the industry. They are many type of business can be done in Malaysia, such as; convenient store. This business is fall under oligopoly market structure that allow anyone to enter and exit the market freely. That is why it became one of business popular among the new entrepreneur; it can be prove by looking at the growth number of convenient store at any region. At the Sulaman, Kota Kinabalu itself shows the number of the shop, which mean the convenient product have the higher demand. Therefore, we are accepting the entrepreneurship industry which also suggested by the government to enhance the Malaysian living value.

Therefore, we are decided to do the same business since we are still new and have not taken many courses in this industry and we are also trying to avoid in business that involving production activity.

EXCELLENCY © Page 13